

**Grant Proposal Solicitation (GPS) No. 08-606
Establish Demonstration Hydrogen Refueling Stations
Questions & Answers
January 16, 2009**

- 1) Q. Would the off-site new installation of solar panels designated for this proposed hydrogen station use but not funded in the proposal budget, qualify as renewable electricity in the solicitation?**

A. Yes, as long as the electricity generated from the panels was not counted towards the attainment of a utilities Renewable Portfolio Standard (RPS) obligation. In addition, if the renewable attributes associated with the energy being created from these solar panels is being credited toward renewable hydrogen production, no other claims can be made to these renewable attributes (e.g., one could not say that the same solar panels are providing renewable electricity to the building where they are placed. Renewable energy that is above and beyond that required for the hydrogen production could be used for non-hydrogen applications).

- 2) Q. Is the rule given in the CARB 2006 solicitation (40kW capacity per 1 kg. of hydrogen production), applicable?**

A. A kilogram of hydrogen contains 33 kWhr of energy on a lower heating value. In the 2006 solicitation appendix 6 the renewable calculation using a 40kW or 80kW solar array was an example to help the bidders determine their renewable hydrogen percentage. That example was for reference only and not an indication of the amount of energy required to produce one kilo gram of hydrogen.

- 3) Q. If we have a site that is near/next to a city which you have designated as a station location, would that location be allowed for consideration?**

A. Possibly. This would depend on its exact location, access, value to the Original Equipment Manufacturer (OEM), letters of reference from OEMs, etc.

- 4) Q. Can you please direct me in what position within the proposal you would like the "Community Outreach Proposal/ Education/Outreach Plan" to follow or inserted within the proposal?**

Both are not listed under the "Required Proposal Content" which I am following to make sure I have all the categories covered, but both are noted under the rating criteria. Can I include this section under the "Other Required Submittals?"

A. Yes, as long as it is included and clearly labeled.

- 5) **Q. Can you clarify what is meant by "Facilities and Resources" and can you provide an example?**

A. This should include a brief description of the nature of the refueling services including the surrounding facility (retail or not) and the exact street address and latitude/Longitude coordinates for GPS reference.

- 6) **Q. Who should the cover letter be addressed to? The postal delivery contract person and the questions related to the Grant Solicitation list Patty Gutierrez. Should our cover letter be addressed to her?**

A. Yes

- 7) **Q. Our organization is having difficulty in getting letters of support. The main concern is the new language regarding pricing of hydrogen page 16 of the Grant Document. Some of the OEM's are not clear what to do. Can we submit these letters separate from the proposal if we are not able to secure by the due date?**

A. Yes, as long as due diligence is clearly shown. As you probably know, until a method for quantifying hydrogen is developed and adopted in California users of a station cannot be charged on a per unit basis for the cost of Hydrogen. This statement was included to allow the bidder to demonstrate that they have developed a strategy for how a user fee, if one is charged, will be implemented and that the strategy and fee is reasonable to potential customers or OEMs.

- 8) **Q. Is it required to provide an estimate of land value if we decided not to include as part of the cost share? Since I am writing on behalf of an Education Institution who is the legal owner, is it required that they provide the land deed or can we write a letters saying it okay to build?**

A. Estimate of land value is required only if used in the cost share equation.

- 9) **Q. How are points assessed relative to whether the station is "modular" or not? The solicitation seeks "modular" but within the document under section I.D Available Funding is contained the sentence, "However, non-modular more retail type stations are eligible". What is the point deduction for non-modular?**

- A. The solicitation was designed to co-fund relatively lower cost modular or skid mounted stations in contrast to the often more costly permanent retail like stations. It is not our desire to deduct points for more permanent, retail like stations. However, we would prefer modular skid like installations to more temporary appearing wheeled units that often give the public impression of "temporary".
- 10) **Q. Cost Breakdown: If bidder desires to not seek funding for certain categories within Attachment 2, can these be left blank or "zeroed" if bidder will cover cost itself?**
- A. Please clearly indicate that those specific items will be covered by the bidder. However, Air Resources Board (ARB) would like to be able to determine the total cost of all projects. Therefore, costs need to be provided even for items that are not cost shared. The non-cost shared items can be labeled as confidential and ARB would protect the information to the extent possible under a Public Records Act Request. The cost of all hydrogen related equipment needs to be identified. Non-cost share labor or property costs do not need to be disclosed.
- 11) **Q. Auto Manufacturer Support Letters: Do these letters need to define a hydrogen consumption / demand commitment as well or only that an auto company will agree to use the site? Do the combined consumption commitments need to equal at least the 40kg/day capacity or can the commitment be for less than the design capacity?**
- A. The purpose of the letters is to give the proposer and the ARB an estimate of approximately how many kilograms the station might be dispensing in a typical day. This is why we have asked for the number of vehicles, tank capacity and type of use that the station might fulfill. The total vehicle/kg.day commitment can be less than the stations' design dispensing capacity as we do not necessarily expect that all stations will achieve 100 percent utilization.
- 12) **Q. Extra Points: Will any points be awarded for innovative solutions or unique applications, such as providing 500 bar dispensing?**
- A. Although there is no specific reference in the solicitation regarding such a circumstance, in the course of a points tie in multiple otherwise equal proposal evaluations, the nod would likely go to a proposal with such an innovation.
- 13) **Q. Dispensing Time: Is the back-to-back refueling time required per dispenser hose provided or per station?**

Is the preference to have only one dispenser?

A1. Back-to-back refueling time is required per dispenser.

A 2 Number of dispensers is up to the proposer/team to decide. Each dispenser must be capable of meeting or exceeding the proposed dispensing time criteria.

- 14) Q. Hours of Operation and station capacity: If the station is only open from 6 am to 10 pm, is the 40 kg capacity to be available during the 16 hours or is the 40 kg/day based upon a station operating 24 hours/day, therefore; the effective capacity would be $16/24 = 67\%$ of the 40 kg capacity needed during operating hours or 27 kgs?**

A. The station must be open a minimum of 6 A.M. to 10:00 P.M. This 16-hour period represents one 24-hour period. Therefore the 40 kg capacity must be available for dispensing during that 16-hour open period

- 15) Q. Revision A 70 MPa document conflicts: Does the solicitation supersede any conflicts within the references such as Revision A or does the referenced document prevail?**

A. The performance criteria in the solicitation are minimum capacities, fueling times, and volumes, etc. We do not want to discourage good quality infrastructure at a relatively reasonable cost. However Revision A is included as an ultimate target that we are encouraging those who want to propose current “state-of-the-art” refueling experience. Stations proposing Revision A performance will receive more points in key scoring categories relative to a station with longer refueling times, for example.

- 16) Q. Does ARB prefer to enter into a one contract with a project lead or into individual contracts?**

A. ARB requires that a single entity be responsible for the complete project. Payments could go directly to a second party; however the lead entity would be responsible for invoicing ARB and re-directing payment.

- 17) Q. Will ARB provide payment only at the end of the project completion?**

A. ARB will provide payment throughout the contract period upon completion of specific tasks or milestones. Bidders should submit a proposed payment schedule that identify specific tasks or milestones upon which invoices will be rendered.

- 18) In the solicitation, on page 14, CARB states that its primary areas of interest are indicated by the ellipses on the map. Then it has a circle drawn on the map with the comment 'High Priority Areas'. There are 4 circles and 5 ellipses on the map. Is there a stronger desire to have the stations in the ellipses, or is there no difference between ellipse and circles?**

A. There is no difference between an ellipse and a circle they are all high priority areas. A circle is merely an ellipse with a constant radius.

- 19) Q. Have there been any agreements or programs set up to address the liability issues with the construction and operation of a hydrogen station? Anything like state sponsored insurance?**

A. Not to our knowledge.